

Channel Development Consultant, USA

Our Company

Gentherm Global Power Technologies (GPT) is the world's leading provider of remote power systems. GPT manufactures its world famous legacy product, Thermoelectric Generators (TEG's), as well as other remote power product lines. The Company's products are used extensively in the oil and gas industry, telecommunications, security and surveillance and military applications. With sales into 55 countries, GPT has been providing ultra-reliable solutions for critical remote power applications around the world since 1975.

Job Purpose

The Vice President of Sales is seeking a highly-experienced industry sales channel expert who can be relied on to analyze the South and West regional upstream natural gas infrastructure markets and develop a channel solution for each that can be executed immediately.

At least initially, this will be a consulting position. It will be based in Houston and some travel will be required to accommodate work in both regions and among the basins. Unlike a Business Development role, this is a structured product sales development role for standard products and has definite potential to evolve into a permanent role in the organization.

We are looking for an industry veteran, former sales executive, or possibly a retiree, who has spent a good deal of time in his or her career developing sales channels in the upstream oil and gas industry.

GPT's products and solutions are focused primarily to the upstream and midstream Oil and Gas sector including LNG. Our products are generally well known, and very well known in some regions, however GPT is not currently covering the market sufficiently. The goal of this engagement is to rapidly expand GPT's presence in the South and West basins through the most appropriate channels. This would include resellers, distributors, integrators, contract sales personnel, direct sales personnel and by utilizing bulk sales strategies for the standard product line of Thermoelectric Generators (TEG's).

Key Responsibilities

- Analyzing the southern and western regions of the United States for market segmentation with respect to appropriate sales channels.
- Creating sales channel solutions and execution plans that will best achieve the growth goals for each region.
- Leading the identification of specific channel partners and personnel.
- Assisting in designing Agreements for channel sales and bulk purchase type agreements for resellers, integrators, key accounts, etc.
- Working closely with the Vice President of Sales to execute and build out the sales organization as per the design.
- Working closely with the Vice President of Sales to on-board, initiate and standardize processes for proper execution and control of the organization.
- Assisting Regional Sales Managers in early stage account origination and account management and multi-level selling.
- Primary sales targets will be: Oil and Gas E&P companies, system integrators, and gas wellhead equipment packagers of various types.

Qualifications and Skills

- Must have 20+ Years of success in technical sales roles within the Oil and Gas Industry AND with a clear and specific track record in Sales Channel development for upstream product sales.
- Formal Sales Training is preferred.
- Strong evidence of proven sales success along with a hunter mentality.
- Demonstrated focus on deploying Key Performance Indicators and / or sales matrix aids to achieve sales targets through channel partners.
- Deep understanding and practical knowledge of the oil and gas upstream market in Texas and the Rocky Region along with a network of contacts in the channel and customer network
- Willingness to travel up to 50% throughout the regions for a short period of time.
- Experience with power generation systems is a strong asset.
- Strong written and verbal communication skills, professional presentation
- Competitive personality with a strong sense of urgency to action.
- Self-motivated, confident.
- Able to successfully work independently while regularly communicating with offices in Calgary and Houston.
- Preference is for the candidate to be based in Houston or close to one of the key gas producing basin areas in Texas, with ability to travel and work in Denver and area.

What We Offer

This is a unique opportunity for a senior industry person to apply their experience in a practical way to a relatively blank page, but with a highly-respected brand with an extremely highly differentiated product. This engagement can be short term to medium term and offers definite potential to evolve into a permanent role if mutually beneficial. In the short term GPT is looking to leverage someone who has clearly already done this in this environment and wants to show us how to do it as quickly as it can be done.

At Gentherm Global Power Technologies we care about the personal job satisfaction of our employees and contractors. We recognize the wide variety of factors that contribute to this satisfaction and encourage work life balance. Along with competitive compensation and we offer a respectful work environment, one which provides our team with valuable learning experiences and career growth opportunities.

This initially a contract/consulting position at a mutually agreeable rate plus expense coverage.